



November 2016

Area Delimited by County Of Cherokee

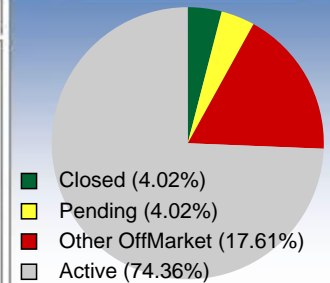


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of November 30, 2016 = **722**

	NOVEMBER		
	2015	2016	+/-%
Closed Listings	39	39	0.00%
Pending Listings	40	39	-2.50%
New Listings	176	198	12.50%
Average List Price	107,302	102,156	-4.80%
Average Sale Price	101,718	95,839	-5.78%
Average Percent of List Price to Selling Price	92.90%	92.24%	-0.71%
Average Days on Market to Sale	45.36	67.74	49.35%
End of Month Inventory	754	722	-4.24%
Months Supply of Inventory	16.88	15.04	-10.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2016 decreased **4.24%** to 722 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **15.04** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.78%** in November 2016 to \$95,839 versus the previous year at \$101,718.

Average Days on Market Lengthens

The average number of **67.74** days that homes spent on the market before selling increased by 22.38 days or **49.35%** in November 2016 compared to last year's same month at **45.36** DOM.

Sales Success for November 2016 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 198 New Listings in November 2016, up **12.50%** from last year at 176. Furthermore, there were 39 Closed Listings this month versus last year at 39, a **0.00%** decrease.

Closed versus Listed trends yielded a **19.7%** ratio, down from last year's November 2016 at **22.2%**, a **11.11%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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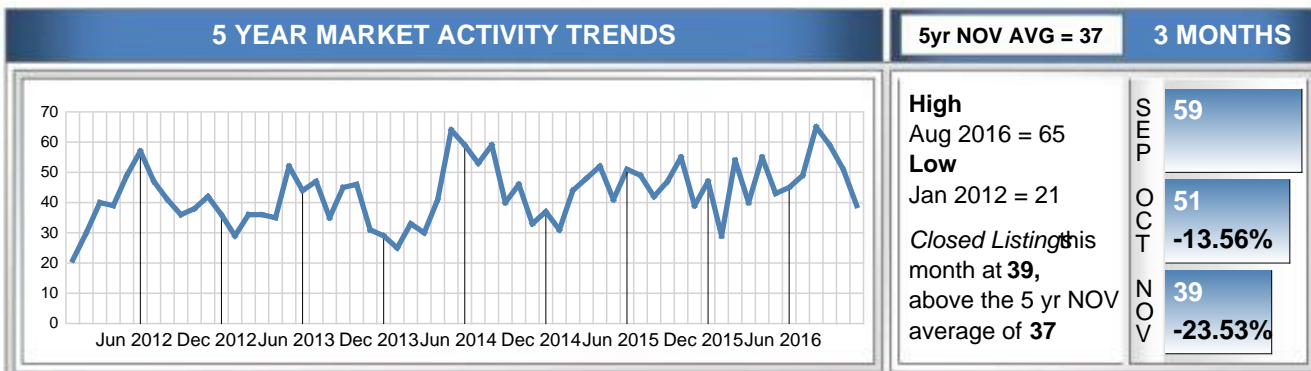
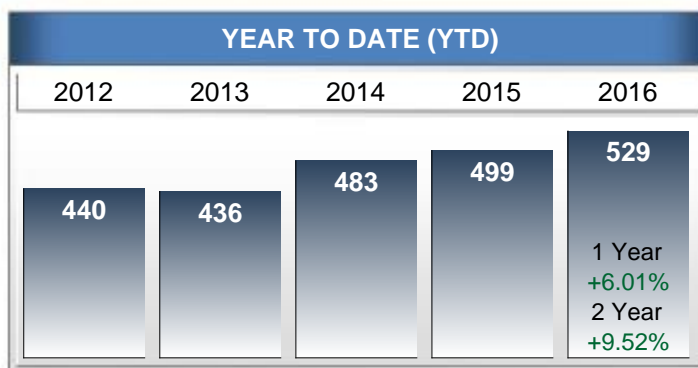
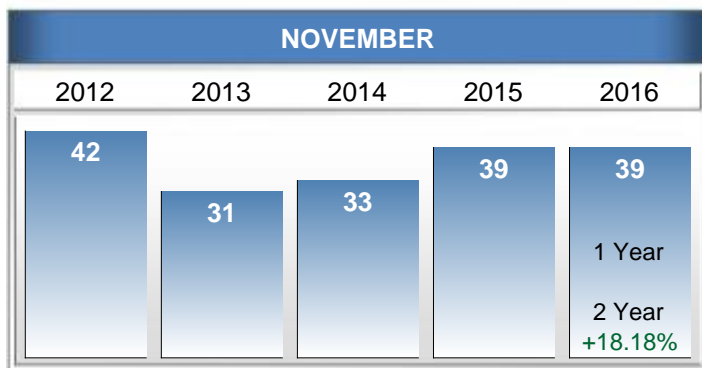
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	3	7.69%	65.0	3	0	0	0	
\$20,001 \$30,000	3	7.69%	98.7	1	2	0	0	
\$30,001 \$60,000	8	20.51%	92.8	3	3	1	1	
\$60,001 \$110,000	9	23.08%	53.7	3	5	1	0	
\$110,001 \$140,000	7	17.95%	79.1	1	6	0	0	
\$140,001 \$190,000	5	12.82%	46.2	1	2	1	1	
\$190,001 and up	4	10.26%	35.3	0	2	2	0	
Total Closed Units: 39				67.7	12	20	5	2
Total Closed Volume: 3,737,704					676.00K	2.06M	765.80K	235.00K
Average Closed Price: \$95,839					\$56,333	\$103,045	\$153,160	\$117,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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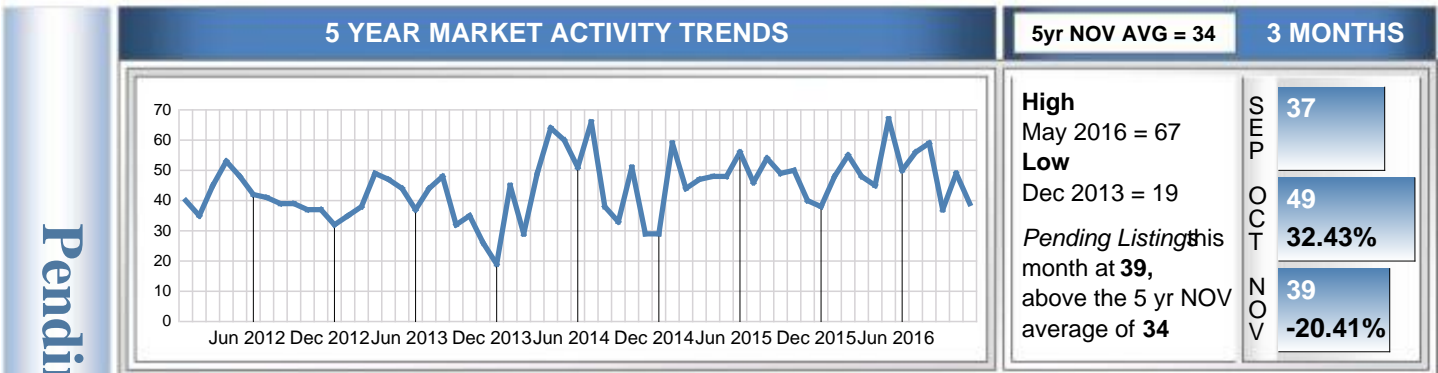
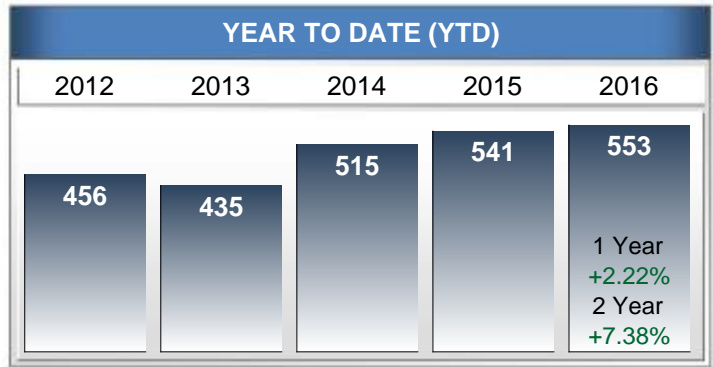
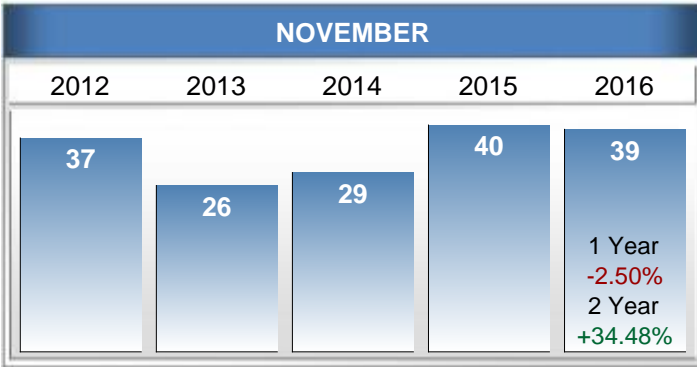
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



Pending Listings

Ready to Buy or Sell Real Estate?
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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	7.69%	86.0	1	2	0	0
\$30,001 \$50,000	3	7.69%	59.7	0	3	0	0
\$50,001 \$80,000	7	17.95%	23.6	4	3	0	0
\$80,001 \$130,000	12	30.77%	60.3	4	6	2	0
\$130,001 \$160,000	5	12.82%	58.6	1	3	1	0
\$160,001 \$210,000	5	12.82%	29.4	1	3	1	0
\$210,001 and up	4	10.26%	107.3	1	2	1	0
Total Pending Units: 39				49.0			
Total Pending Volume: 4,668,076				1.26M 2.62M 780.55K 0.00B			
Average Listing Price: \$106,200				\$105,258 \$119,292 \$156,110 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

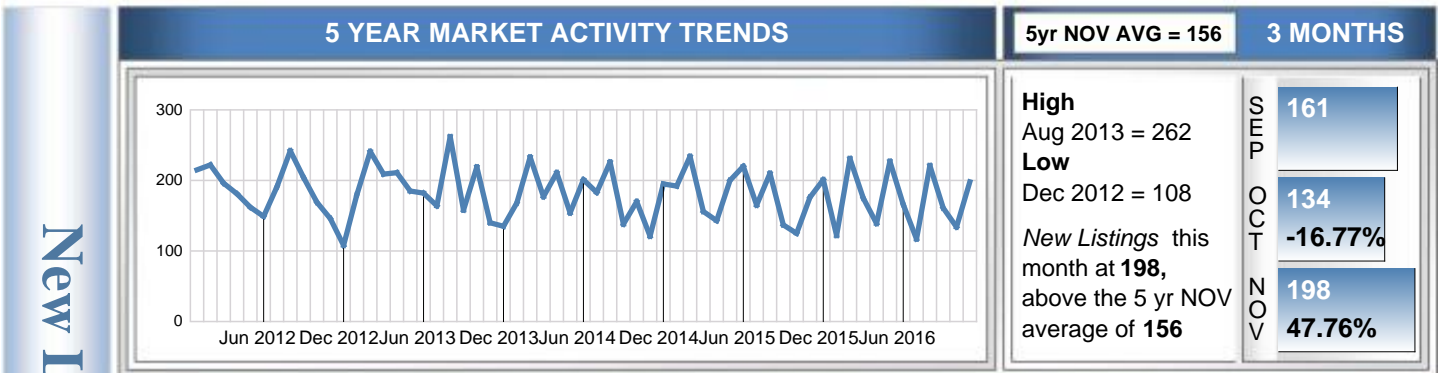
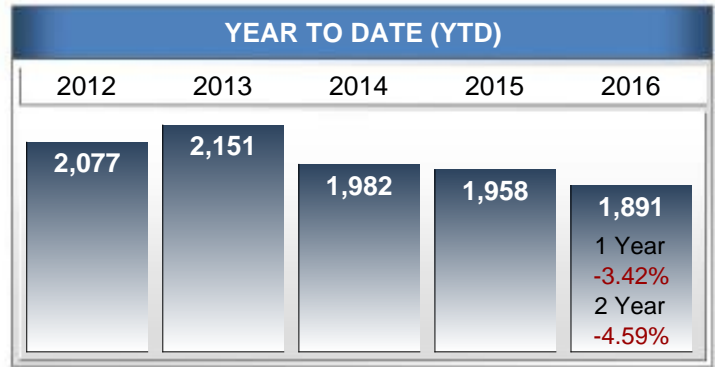
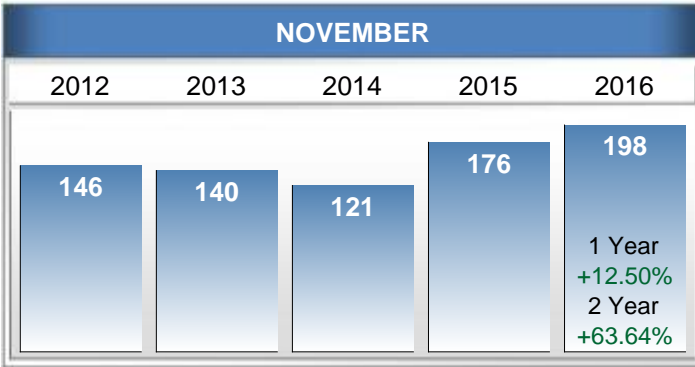
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	5	2.53%	5	0	0	0
\$10,001 \$50,000	40	20.20%	36	4	0	0
\$50,001 \$60,000	10	5.05%	9	1	0	0
\$60,001 \$70,000	55	27.78%	50	5	0	0
\$70,001 \$130,000	41	20.71%	23	17	1	0
\$130,001 \$250,000	26	13.13%	9	12	5	0
\$250,001 and up	21	10.61%	7	7	5	2
Total New Listed Units:			139	46	11	2
Total New Listed Volume:			12.00M	7.28M	2.86M	1.19M
Average New Listed Listing Price:			\$86,355	\$158,170	\$260,441	\$597,000



Monthly Inventory Analysis

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November 2016

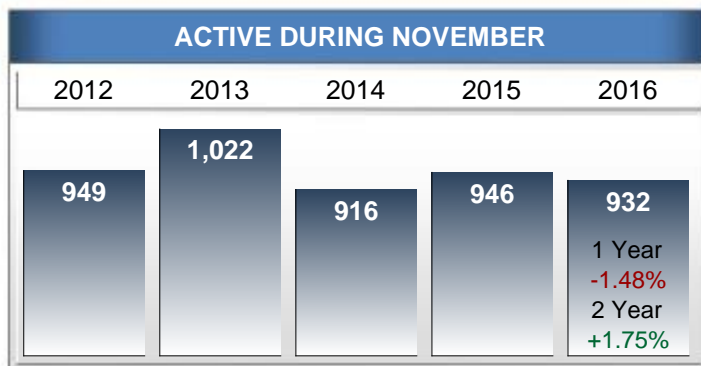
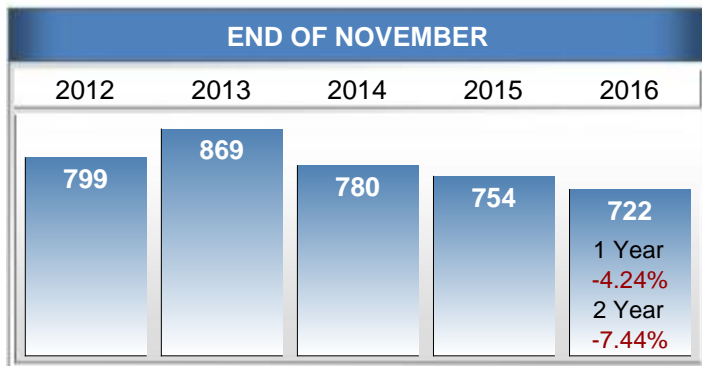
Active Inventory as of Dec 12, 2016



Active Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



Active Inventory

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5yr NOV AVG = 785 **3 MONTHS**

High
Oct 2013 = 887

Low
Aug 2016 = 721

Inventory this month at **722**, below the 5 yr NOV average of **785**

SEP	745
OCT	734
NOV	722
	-1.48%
	-1.63%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	27	3.74%	77.9	27	0	0	0		
\$10,001 - \$20,000	101	13.99%	86.6	99	2	0	0		
\$20,001 - \$50,000	132	18.28%	93.1	119	10	3	0		
\$50,001 - \$90,000	189	26.18%	66.6	144	39	6	0		
\$90,001 - \$150,000	113	15.65%	73.5	50	55	6	2		
\$150,001 - \$280,000	85	11.77%	81.5	25	43	15	2		
\$280,001 and up	75	10.39%	90.3	27	26	16	6		
Total Active Inventory by Units:				722	80.0	491	175	46	10
Total Active Inventory by Volume:				87,662,220		41.57M	29.97M	11.99M	4.14M
Average Active Inventory Listing Price:				\$121,416		\$84,656	\$171,263	\$260,639	\$413,550



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

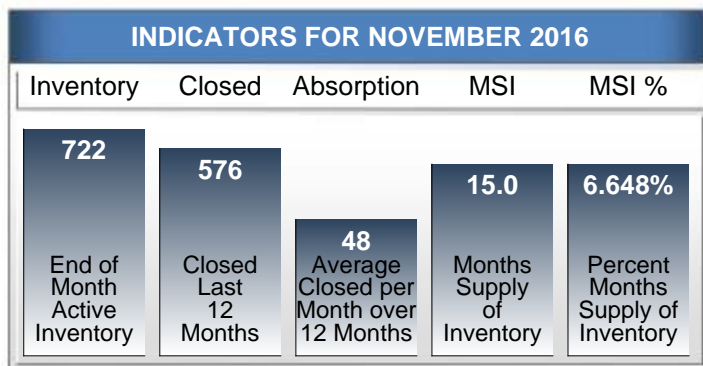
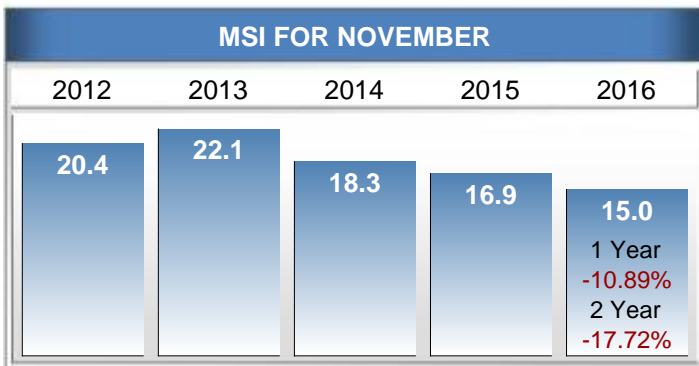
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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Months Supply

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5yr NOV AVG = 18.5	3 MONTHS
High Sep 2012 = 22.5 Low Nov 2016 = 15.0 <i>Months Supply</i> this month at 15.0 , below the 5 yr NOV average of 18.5	SEP 15.4 OCT 15.3 NOV 15.0 -0.79% -1.63%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	27	3.74%	21.6	23.1	0.0	0.0	0.0
\$10,001 - \$20,000	101	13.99%	21.3	22.8	8.0	0.0	0.0
\$20,001 - \$50,000	132	18.28%	18.4	29.1	3.8	9.0	0.0
\$50,001 - \$90,000	189	26.18%	19.6	41.1	7.9	5.1	0.0
\$90,001 - \$150,000	113	15.65%	8.1	26.1	5.0	7.2	12.0
\$150,001 - \$280,000	85	11.77%	9.5	20.0	8.5	7.2	4.0
\$280,001 and up	75	10.39%	33.3	46.3	44.6	21.3	18.0
MSI:			15.0	29.2	7.1	8.6	8.6
Total Active Inventory:			722	491	175	46	10



Monthly Inventory Analysis

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November 2016

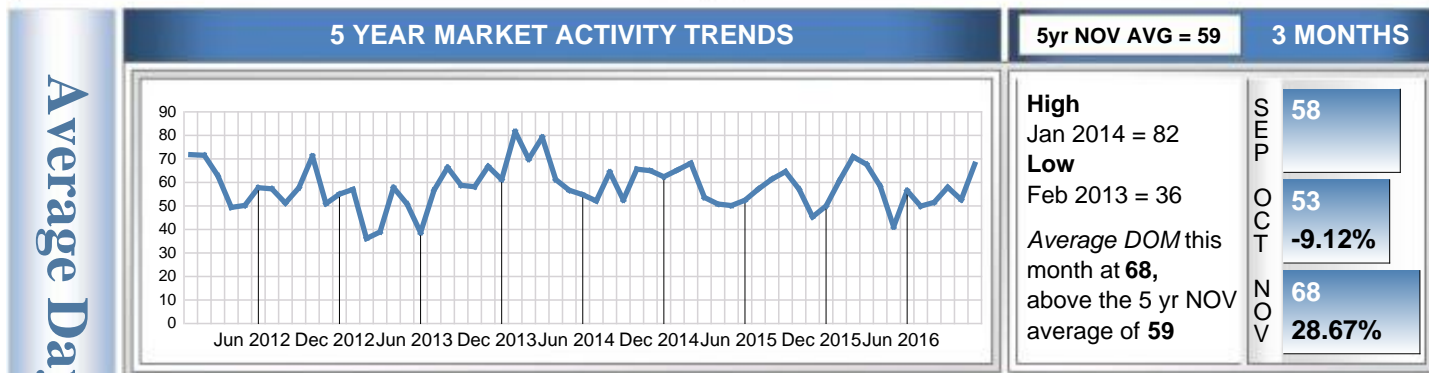
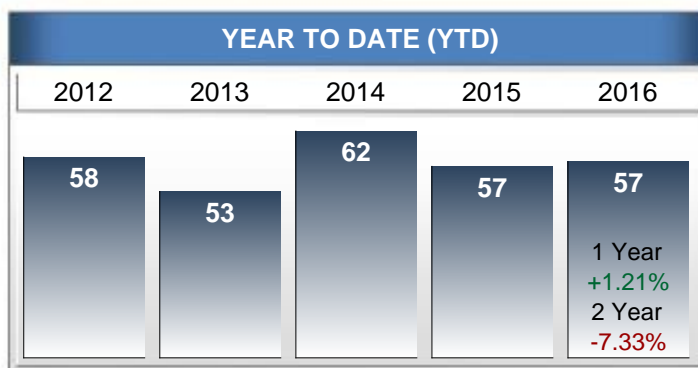
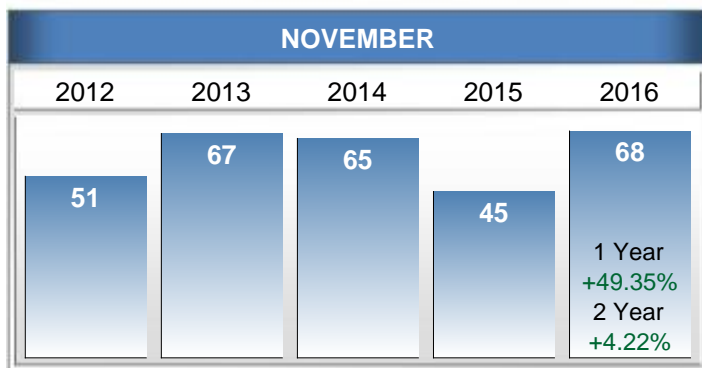
Closed Sales as of Dec 12, 2016



Average Days on Market to Sale

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Area Delimited by County Of Cherokee



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	7.69%	65.0	65.0	0.0	0.0	0.0
\$20,001 \$30,000	3	7.69%	98.7	119.0	88.5	0.0	0.0
\$30,001 \$60,000	8	20.51%	92.8	151.7	17.3	60.0	175.0
\$60,001 \$110,000	9	23.08%	53.7	83.7	39.4	35.0	0.0
\$110,001 \$140,000	7	17.95%	79.1	87.0	77.8	0.0	0.0
\$140,001 \$190,000	5	12.82%	46.2	39.0	51.0	27.0	63.0
\$190,001 and up	4	10.26%	35.3	0.0	63.5	7.0	0.0
Average Closed DOM: 67.7				95.5	56.1	27.2	119.0
Total Closed Units: 39				12	20	5	2
Total Closed Volume: 3,737,704				676.00K	2.06M	765.80K	235.00K



Monthly Inventory Analysis

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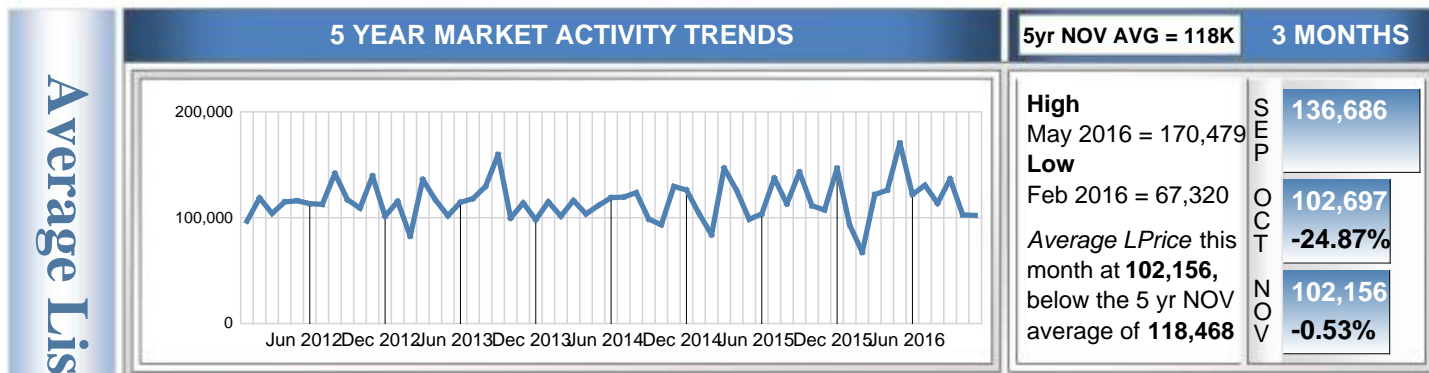
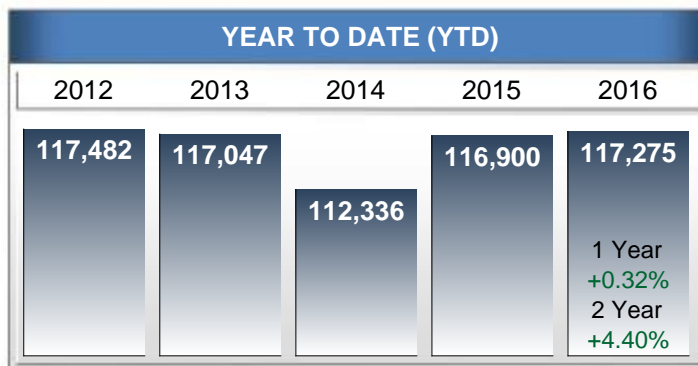
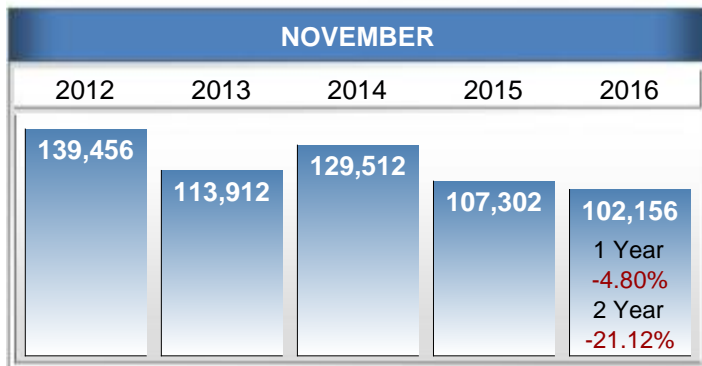
Closed Sales as of Dec 12, 2016



Average List Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Cherokee



Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	5.13%	12,900	15,600	0	0	0
\$20,001 - \$30,000	4	10.26%	23,275	22,900	31,000	0	0
\$30,001 - \$60,000	5	12.82%	44,500	57,800	49,500	27,200	89,900
\$60,001 - \$110,000	12	30.77%	80,825	69,500	88,520	89,500	0
\$110,001 - \$140,000	6	15.38%	127,333	137,500	129,400	0	0
\$140,001 - \$190,000	5	12.82%	162,520	189,900	147,450	177,900	194,900
\$190,001 and up	5	12.82%	219,240	0	219,450	231,200	0
Average List Price:	\$102,156			\$64,917	\$108,165	\$151,400	\$142,400
Total Closed Units:	39			12	20	5	2
Total List Volume:	3,984,100			779.00K	2.16M	757.00K	284.80K



Monthly Inventory Analysis

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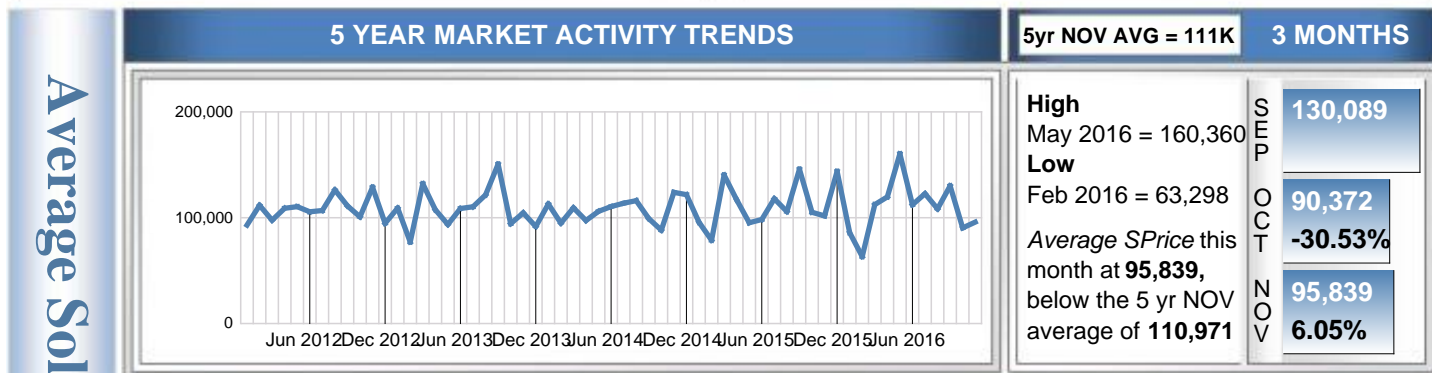
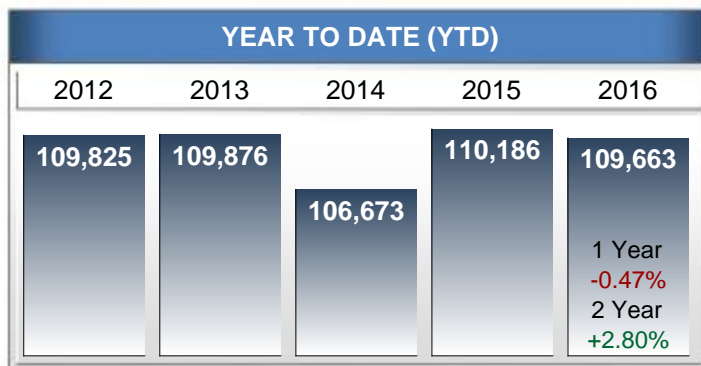
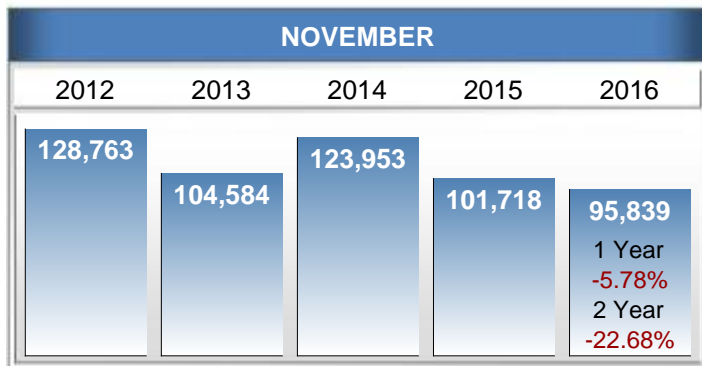
Closed Sales as of Dec 12, 2016



Average Sold Price at Closing

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Area Delimited by County Of Cherokee



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	7.69%	9,667	9,667	0	0	0
\$20,001 \$30,000	3	7.69%	24,500	22,500	25,500	0	0
\$30,001 \$60,000	8	20.51%	46,238	47,333	48,468	32,500	50,000
\$60,001 \$110,000	9	23.08%	81,356	72,500	84,080	94,300	0
\$110,001 \$140,000	7	17.95%	121,371	115,000	122,433	0	0
\$140,001 \$190,000	5	12.82%	159,300	150,000	144,250	173,000	185,000
\$190,001 and up	4	10.26%	221,750	0	210,500	233,000	0
Average Closed Price:	\$95,839			\$56,333	\$103,045	\$153,160	\$117,500
Total Closed Units:	39			12	20	5	2
Total Closed Volume:	3,737,704			676.00K	2.06M	765.80K	235.00K



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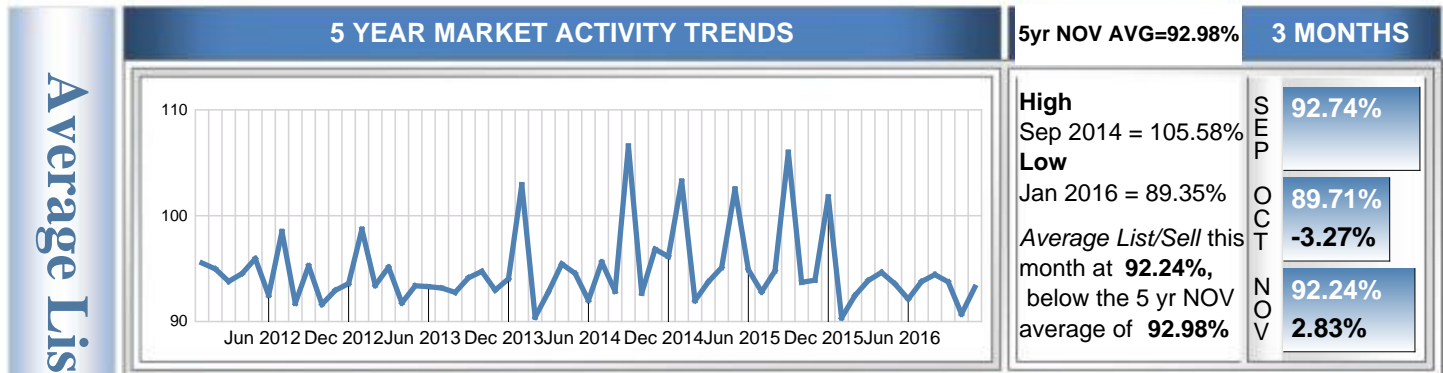
Closed Sales as of Dec 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE							
Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	7.69%	67.49%	67.49%	0.00%	0.00%	0.00%
\$20,001 \$30,000	3	7.69%	89.57%	98.25%	85.23%	0.00%	0.00%
\$30,001 \$60,000	8	20.51%	90.04%	83.99%	97.74%	119.49%	55.62%
\$60,001 \$110,000	9	23.08%	99.04%	104.23%	94.65%	105.36%	0.00%
\$110,001 \$140,000	7	17.95%	93.38%	83.64%	95.00%	0.00%	0.00%
\$140,001 \$190,000	5	12.82%	93.38%	78.99%	97.87%	97.25%	94.92%
\$190,001 and up	4	10.26%	98.52%	0.00%	96.27%	100.78%	0.00%
Average List/Sell Ratio: 92.20%				85.67%	94.76%	104.73%	75.27%
Total Closed Units: 39				12	20	5	2
Total Closed Volume: 3,737,704				676.00K	2.06M	765.80K	235.00K



Monthly Inventory Analysis

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Inventory as of Dec 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of November 30, 2016 = 722

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	39	39	0.00%	499	529	6.01%
Pending Sales	40	39	-2.50%	541	553	2.22%
New Listings	176	198	12.50%	1,958	1,891	-3.42%
Average List Price	107,302	102,156	-4.80%	116,900	117,275	0.32%
Average Sale Price	101,718	95,839	-5.78%	110,186	109,663	-0.47%
Average Percent of List Price to Selling Price	92.90%	92.24%	-0.71%	95.32%	92.13%	-3.34%
Average Days on Market to Sale	45.36	67.74	49.35%	56.72	57.41	1.21%
Monthly Inventory	754	722	-4.24%	754	722	-4.24%
Months Supply of Inventory	16.88	15.04	-10.89%	16.88	15.04	-10.89%

